

Financial,
Manufacturing,
Real Estate.

The Times

INDUSTRIAL SECTION

Dispatch

Want Ads.,
Agriculture,
Commerce.

THE TIMES FOUNDED 1885.
THE DISPATCH FOUNDED IN 1850.

RICHMOND, VA., SUNDAY, OCTOBER 2, 1910.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

The Week Before Fair
Was Fairly Active in
and About Town.

SALES MADE AND SOME TO BE MADE

Folks Coming to the Fair Will
Take Time to Examine Rich-
mond Dirt as an Investment.
A Glimpse at Some Pri-
vate Correspond-
ence.

It is quite likely that the returns from the census, which concerning greater Richmond's increased population were not read with more interest anywhere than in the offices of the real estate agents. One of the well known agencies on Main Street went so far as to say that in its opinion the publication of the figures knocked business into a cocked hat for several days because so much time was consumed in discussing them. Maybe that was merely this man's way of explaining his failure to make a big deal that has been several weeks on the string and has not as yet materialized.

Whether the census figures, or not, made business dull, the fact remains that comparatively small business was done by the real estate men last week. That is to say, the business which resulted in real sales was small, the total deals for the week being a trifle under \$200,000, and the prospective sales something very much larger, maybe two millions or more, the hopeful minds. All of the agents are very hopeful. Hope is a good thing. Take it out of the world and Gabriel would have to blow his horn before sun-up the next morning. This kind of hope may not always materialize in sales and the collections of commissions, but it keeps the boys in a good humor.

Hopeful Agents Talk.
Not less than twenty-five agencies report sales consummated and all of them report fine prospects for future sales, and, as before stated, the actual sales footed up something near to \$200,000, and the prospective sales something very much larger, maybe two millions or more, the hopeful minds. All of the agents are very hopeful. Hope is a good thing. Take it out of the world and Gabriel would have to blow his horn before sun-up the next morning. This kind of hope may not always materialize in sales and the collections of commissions, but it keeps the boys in a good humor.

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The Thing is World-Wide.
If these inquiries came from one particular section they might be interpreted as the result of some special effort or local advertisement, but the fact is that these inquiries are widely distributed, coming from the frozen fields of Saskatchewan to the torrid plains of Mexico and Central America.

The writer of these few lines, whose name is generally attached to one or more articles every week in the Industrial Section of The Times-Dispatch, gets letters nearly every day from distant parts asking for definite information concerning Virginia lands and Virginia town lots. One before now is from Idaho and the writer of the same wants to get to a country in which he can raise cattle without having them freeze to death in the winter. I am hoping to land him in Tidewater or Washington or Pulaski or Grayson county, where some other blue grass country, possibly he may be induced to become a neighbor of Henry Stuart in Russell county.

Agents Get Many Letters.
Nearly every day real estate agents show me letters of this character, but as a general rule they do it in strict confidence after swearing me to secrecy, because they seem to be afraid that the right hand of some other agent will find out what their left hand is doing up against.

One agency, however, that is not so awfully frightened along these lines is J. Thompson Brown & Co., and they report the receipt of a large number of letters of the character mentioned. Usually such missives come in after blizzards, hurricanes and snowstorms in the regions not so blessed as Virginia, but this year they are dropping in considerably in advance of these things. From the wording of some of the letters of this kind I have seen, I take it that not a few of the writers of the same will be dropping into Richmond this week to attend the State Fair and to get posted on the lines they are much interested in and that, by the way, shows what a good thing a State Fair is.

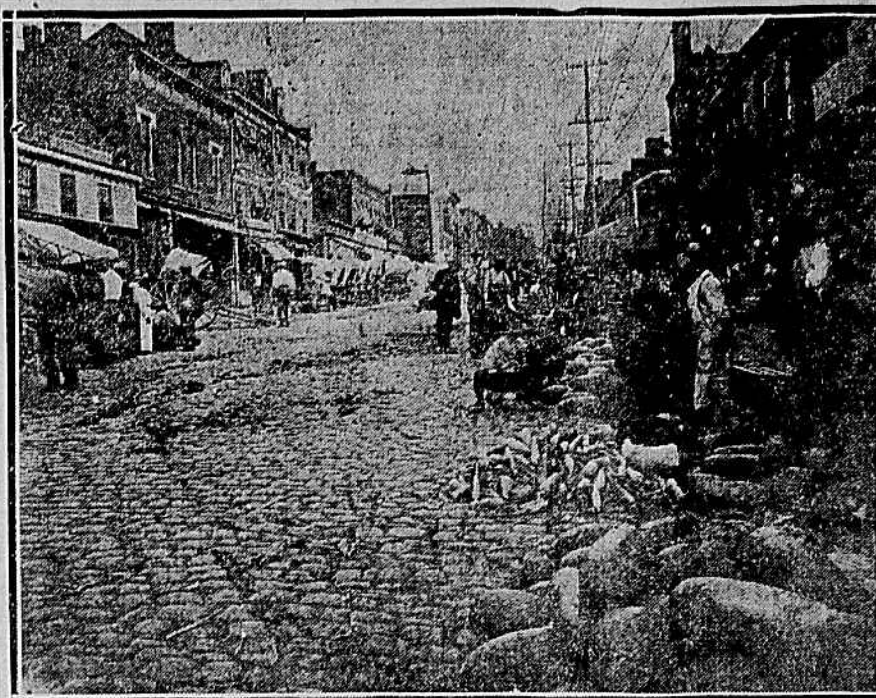
Some of the letters of the kind referred to are right amusing, but a serious answer to every one of them could well be, "Come right along; all of your troubles can be cured in old Virginia." Mr. Brown showed a big batch of these letters and commented as he went along.

"Here is one," said he, "from one of the most eminent chemists in the West, the need of one of the largest concerns in this country, an over-worked gentleman, who proposed to take a rest for a year or more. He is already located here and has returned to the West to bring his family. Here is one from another gentleman, a professor of Greek, who wants to locate here for rest and recreation as well as educational advantages for his children."

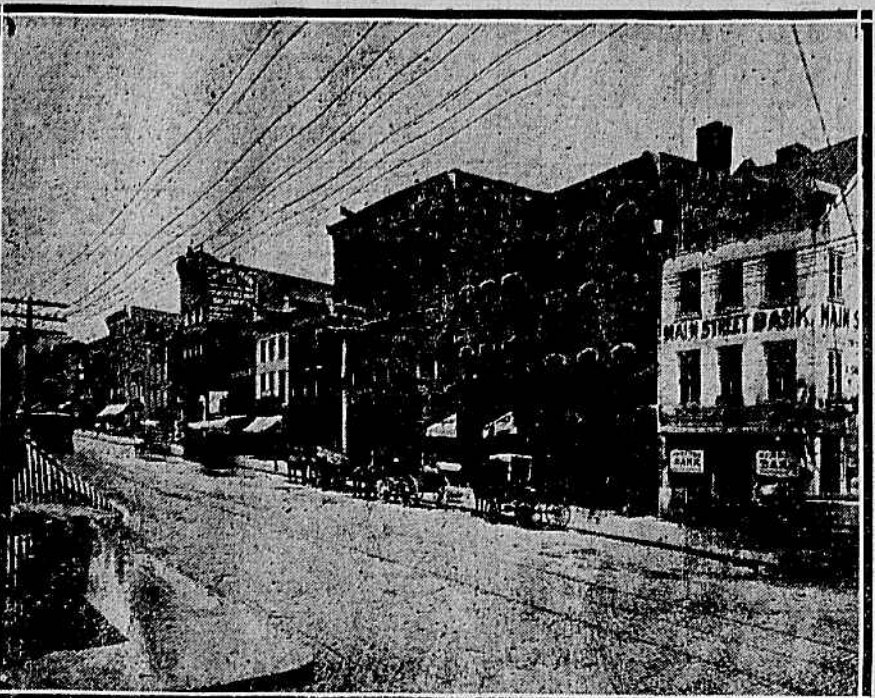
Another from a wealthy banker, who is looking for sport and wants a game

(Continued on Third Page.)

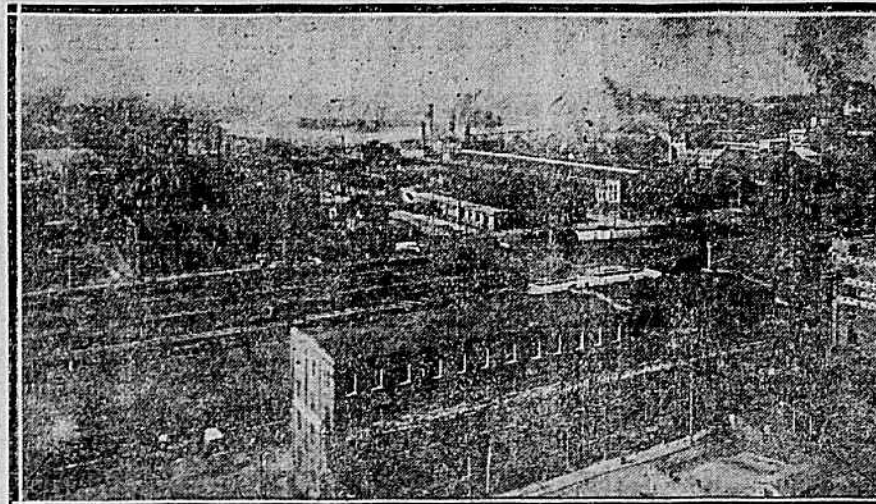
MARKETING, WHOLESALE AND SHIPPING



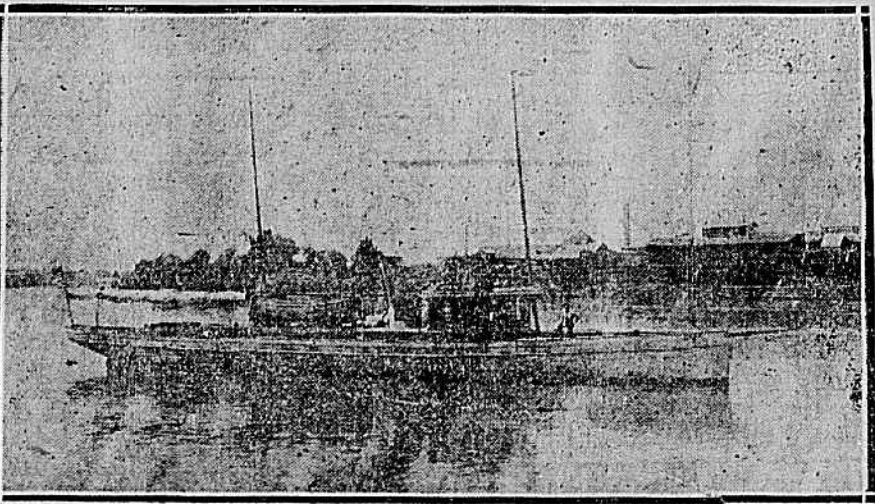
EARLY MORNING SELLING.



THE OLD DISTRICT.



WHOLESALE AND SHIPPERS' DISTRICT.



A STEAM YACHT.

POULTRY FOLKS ARE IN EVIDENCE

They Will Be at State Fair With
Something Good to
Show.

HAVE A SHOW OF THEIR OWN

Schaaf Tells About Chicken
Breeds Who Will Be at
Fair.

BY WALTER C. SCHAAF.
To mark the Virginia Poultry Association cordially invites every one interested in poultry to an informal talk by Judge Jacquelin, of New York, at the rooms of the association, Pickett Camp Hall, 307 North Seventh Street, Tuesday evening at 8:30 o'clock. We will have ice cream and cake for the ladies, so bring them along. We want all of our visiting friends to the State Fair, as well as the home folks. Drop in and see us; there is always something to learn, for even shaking hands with the other fellow (your competitor) teaches us that he is not such a bad fellow after all, even though he advertises "the best birds on earth."

Buying the Best.
Allowing for the fact that a large number of breeders of the strains of birds are asking (and evidently getting it) from \$5 to \$10 per egg from their best breeding pens, the novice naturally asks the question: "Can a hen's egg really be worth \$10? To which I would answer yes and no, as it all depends on the point of view. One might as well ask if a race horse is worth \$40,000 or a fine painting of some old master \$200,000. The element of art enters into these values to such an extent that the utility values are lost sight of. The person paying over \$5 per sitting for hatching eggs has his or her definite object in view, which is the breeding of fancy birds for exhibition and breeding purposes. If they attain what they are after, even at the price of \$10 per egg, they feel compensated for their outlay. To be sure the element of chance enters largely into the transaction, but this is true of any breeding stock.

Buying Breeding Stock.
Supposing a certain breeder has spent years in the perfection of a fine strain of Banded Rocks or Black Minorcas, strong in egg production, and breeding close to the standard requirements of perfect birds. Suppose he is offered a pair of these birds for \$100. He would be quite willing to pay a high price, for you would have a chance of gratifying your desire for the beautiful. But how about the utility end of the transaction? Suppose these hens of the breeder's strain have a record of 200 eggs per year each, would that not influence you to become reconciled to high prices for these particular birds? To be sure, the

(Continued on Third Page.)

GOOD ROADS TALK: THE FAMOUS DRAG

How to Make Drags and How to
Work Them—Object
Lessons.

TIMELY SUBJECT DISCUSSED

Bill of Materials for Building a
Drag of the Best
Type.

BY FRANK S. WOODSON,
Industrial Editor.

Three years or more ago I had a talk with one of the best men I ever knew. He is now dead. He did as much for Virginia as any man who ever lived in the State. There was nothing that looked to the upbuilding and the betterment of Virginia that he did not in some way have a hand in. He was a man of means, a man of marked intelligence and of unbounded energy, and he used all of these to help make his loved State greater and greater as the days went by. Pity he died young.

In this talk he told me that in all of his efforts to make the old State greater and better he had done the best he knew how, but he was convinced that, in a way, he had worked from the wrong end. He had worked for better schools, for better farming, for better and larger manufacturing enterprises, for finer railway development, for better municipal government, for better and larger educational advantages, and all that kind of thing, and he knew that along these lines he not only gave the State the benefit of his judgment and his natural ability, but also of his money, and he had the use of much money that he had made by honest effort, but still he thought he had commenced at the wrong end.

Good Roads the Beginning.
In reply to my question as to what was the right end, he said: "Good roads is the salvation of Virginia, and if I had spent more effort for good roads I would probably have done the old State more good." To sum up his argument briefly it was this: Good roads will solve all of the problems that need to be solved. A good road that will take the country child to school in good time; that will take the country preacher to his appointment in good time, and assure him of a congregation; that will take the farmer to market in good time; that will enable the women to visit their neighbors in short order and talk over neighborhood affairs, and gossip, if you please, and get back home before dark; that will furnish a good right-of-way for telephone lines, and, in short, that will bring the country folks closer together that they may be sociable and neighborly, and that will, in short, make the rural regions just as enjoyable to live in as the town or the village; these things will make the country blossom as a rose and will obliterate the country boy's desire and the country girl's desire to move to town and work in stores and factories and all that kind of thing.

A Big Object Lesson.
That is just how good roads will pay. I was down in Greensville county the other day and Judge Leonidas (Continued on Third Page.)

FIRST APPEARANCE OF SUN-CURED LEAF

Sales Are Very Satisfactory—Receipts Continue
Small and Consist Largely of Primings.
Considerable Business in Package Goods.

The receipts of leaf tobacco on the Richmond market continue small and confined almost entirely to primings. However, there was some variety the past week by the appearance on the warehouse floors of a few piles of sun-cured leaf, and they attracted the attention of the buyers. This leaf was of the commoner grade, but it showed up fairly well, and caused some animation. It sold for very satisfactory figures. The primings that were offered were a little better than those of the previous week, and sold somewhat higher.

The eyes of the tobacco men will be turned to the State Fair all of this week, where they will see some of the best exhibits of the old Virginia weed that they have ever yet cast their optic nerves upon. The dealers in package goods did considerable business the past week, the market for all types of the leaf that has found its way into households and stores remains firm and active. The reports from the interior markets speak for themselves.

Tobacco Report from Danville.
[Special to The Times-Dispatch.]
Danville, Va., October 1.—The season for selling primings is now over, and the regular grades are beginning to come to market in a small way. So far the sales have lasted only about an hour or less under double sales each day.

While the offerings are rather common they indicate that the crop will be a good one, with less color than usual. Prices have started off on a higher level than last season, and there is no indication at present to look for any decline. Full receipts are not looked for until the crop is all housed, which is now nearing completion, and until there is a good season. Probably 75 per cent. of the crop in the old belt is now housed.

Market Proves a Success.
[Special to The Times-Dispatch.]
Washington, N. C., October 1.—Washington's tobacco warehouse is proving a great success, and is really adding to the commercial interests of the city. This warehouse was organized about one month ago by a number of the city's prominent business men. Since the opening day the local warehouse has sold over a quarter million pounds of tobacco, and the daily average sales are from 20,000 to 30,000 pounds, at an average price of from \$10 to \$12 per 100 pounds. The local warehouse is under the management of N. D. Young, who for the past several years has had the experience of conducting successfully large leaf sales. W. J. Bugs, of Chase City, Va., has charge of the auctioneering.

The best grades of tobacco are raised throughout this section, and the prospects for a large leaf business in this city are exceptionally good.

Tobacco Sales at Farmville.
[Special to The Times-Dispatch.]
Farmville, Va., October 1.—The crop of tobacco just housed in this section of the State is up to the average in quality and quantity. Every outstanding pile has been cut and made ready for the firing. Trimmings have about all been marketed, and the prices were about as greatly encouraged as the growers to save and sell them another year. At Rice Depot, eight miles from Farmville, a large warehouse has been erected for the sale of tobacco, and a strong effort will be made by the managers to divert from other markets much of the weed. Up to the present there have been sold on the Farmville market nearly 1,000,000 pounds of primings this season.

Lynchburg Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., October 1.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company (inc.), makes the following report

WORK IS RUSHING ON DOUBLE TRACK

N. Y., P. and N. Railroad Prepar-
ing to Handle Heavier
Traffic.

[Special to The Times-Dispatch.]

Cape Charles, Va., October 1.—The work of double tracking the New York, Philadelphia and Norfolk Railroad between Delmar and Cape Charles is progressing rapidly, and before the busy fruit season next summer will have been completed. Double track has been extended until now there are forty-four miles of double track in operation. Large concrete culverts have replaced the wooden bridges at King's Creek and Princess Anne, and several smaller ones have been put in at other places; large repair shops have been erected at Cape Charles, while a concrete bulkhead and the things of its kind in the country, has been put along the water front at the warehouse in Cape Charles, while a concrete pier for supplying coal to the tugs and barges is being built on the outer side of the harbor; and work trains are busy unloading and stacking, by and large, I am inclined to think that the big railways that center in Richmond have the city's interest at heart, if a railway can be said to have a heart, and in all of the South or all of the country that is in a better position to compete for business so far as railway freight charges affect said business.

James River.
I believe the railways are disposed to tote fair with greater Richmond, and are totting fair, but if they were not so inclined, Richmond has a whip hand, and a way by which it can use it in the transportation companies whenever it likes, and the big business men of the great wholesaling town have never failed when occasion demanded to make good use of that whip.

I, of course, refer to old James River, which carries a great volume of water and empties into the ocean in like condition, and carry to the utmost parts of the earth. Richmond's trade and bring back the trade of the universe for distribution from Richmond's wharfs and warehouses. As long as James River continues to empty into the Atlantic Ocean Richmond will hold the whip over all of the it and use it in the transportation companies whenever it likes, and the big business men of the great wholesaling town have never failed when occasion demanded to make good use of that whip.

**Club Organizes to
ADVERTISE CHASE CITY.**
[Special to The Times-Dispatch.]
CHASE CITY, Va., October 1.—The Chase City Commercial Club was organized Thursday evening at an enthusiastic meeting of the club, with R. D. Patterson, president; E. B. Roamey, vice-president; and E. W. Huggins, secretary and treasurer. An aggressive campaign has been inaugurated by the club to advertise the town. With the movement on foot and the present recent advancements in the form of a new furniture factory, new box and shoe manufacturing plant, and the recent order by President Filley, of the Southern Railway for better railway facilities, Chase City has splendid prospects as being one of the most progressive towns in the State.

Overall Factory for Farmville.
[Special to The Times-Dispatch.]
Farmville, Va., October 1.—An overall factory for Farmville is now assured. The capital stock subscribed is \$25,000, and more than one-half of this amount is taken by Farmville citizens. It is proposed to begin operations just as soon as the machinery can be placed. It is said that the factory will give employment to not less than 100 persons, most of whom will be girls.

RICHMOND, GREAT JOBING CENTRE

Some of the Census Fig-
ures That Tell Encour-
aging Tales and Why?

BIG RICHMOND IS SOUTH'S GATEWAY

Old James River Gives Whole-
saling Richmond a Whip Hand.
Railroad Facilities That Lay
Over All Other Southern
Markets—Wonderful
Growth in a Decade.

BY FRANK S. WOODSON.

Nor nearly a week past, ever since The Times-Dispatch made the exclusive announcement concerning Richmond's population according to the government census just taken, people in this good old town have been working over those figures and a thousand and one are the calculations that have been made and remade and verified and yet made over again; the figures that concern trade as well as population.

Possibly the figures that have attracted the most attention were those which essayed to show the wholesale business of Richmond and its growth within the past decade. The real census figures concerning this business are not yet available, and, those used in The Times-Dispatch last Thursday morning, as was explained at the time, were taken from the Chamber of Commerce records, which records run up in this case only to the 1st of last January. According to those figures the jobbing business of Richmond has kept pace in the matter of growth with everything else and perhaps has a little overreached the results in some other lines.

Here are the figures published:

Figures Never Lie.
Capital invested ten years ago in jobbing, \$8,170,500; capital invested in 1909, \$12,718,250; increase in five years, 55 per cent. Jobbers' sales ten years ago, \$35,377,295; sales last year, \$68,040,125; increase in nine years, 90 per cent. These figures, be it understood, are of date January 1 last. The official data from that time to the present is of course not obtainable just now, but all of the calculators and all of the business men and statisticians agree that the year-1910 has shown more growth in the wholesaling and jobbing business of Richmond than was ever shown in any other year in the history of the city. Richmond, and year in the history of the city. When the complete returns for the decade from 1900 to 1910 come to the front they will show Richmond's increase in the wholesaling and jobbing business to have been considerably more than 100 per cent.

Why and Wherefore.
And now the question naturally arises why this great increase? It is easy enough to answer. Richmond's splendid geographical location, its being the gateway to all of the South, its big advantage as it stands, and makes this city naturally the distributing point for all of the South. But this natural advantage is not the only one. There are other good things to back it up. It has those other good things—banking facilities and banking capital that are not exceeded by any city of Richmond's size. It has the country's most tremendous leverages, railway and shipping facilities that are simply superb put the good old town in the very closest touch with every Southern and Northern market. Western point to its trading with. There is no time to time a good deal of criticism of the railways and their methods. Well, the railways are here to make money for their stockholders, and, of course, they are busy unloading and stacking, by and large, I am inclined to think that the big railways that center in Richmond have the city's interest at heart, if a railway can be said to have a heart, and in all of the South or all of the country that is in a better position to compete for business so far as railway freight charges affect said business.

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The wholesale houses of this city sell goods in every State of the Union, but, of course, their best hold is in the South and the Southeastern States. I could fill up a whole page telling what Richmond sells in all of this vast territory, but it can be summed up in a small way by simply saying that it sells everything that good folks want to buy. Dr. goods, groceries, shoes, hats, millinery, drugs, hardware, farm implements, building materials, and, in short, every and anything that human beings demand are shipped by the wholesalers of Richmond to every point of the compass, and the shipments are made every day in the year.